vega

My Disclosure

This 'My Disclosure' Agreement ('Agreement') sets out the services that we will provide to you, including any important information you should know before deciding to obtain financial advice from us.

Turns out the best way to get a loan from a bank is not to get a loan from a bank!

Finding a new home takes time, but finding a home loan shouldn't be. We know it's important to get the financing sorted quickly, so you get pre-approval before someone else does. Our Advisers and lending systems bring it all together quickly to get you the right deal out there

About Vega

Vega is one of the largest home loan Adviser companies in New Zealand. Through people and technology, our goal is to transform the home loan market for New Zealanders – to be the easiest and most seamless way to get a home loan, insurance or wealth products.

Vega Group Holdings Limited (FSP773794) is a financial advice provider and holds a Financial Advice Provider licence (FAP) issued by the New Zealand Financial Markets Authority.

Vega Mortgages Limited (FSP653431) is authorised by that licence to provide financial advice.

Why Vega

We partner with most big banks and small lenders

We've looked at the most common mortgage options and have perfected the art of combining mortgage structures aligned to the right bank or non-bank lender.

As ex-bankers, we know how lenders think

Our team has extensive lending experience inside banks in the private and commercial sectors. We know just what each of the 26+ lenders that we deal with is looking for in a mortgage application. We'll work closely with you to create a 'Yes' application, which we'll submit to the lender(s) we believe will be most receptive.

We make it happen for everyone

We work with people at all stages of their property lifecycle, from getting first-home buyers on the property ladder, right through to helping property investors build their nest eggs through smart lending practices.

My details

I'm a qualified Financial Adviser – giving advice on behalf of Vega Mortgages Limited ('Vega').

My contact details are:

Mr Jeremy Zinzan

021749701

jeremy.zinzan@vegalend.co.nz

Floor 1, 152 Fanshawe Street, Auckland Central, Auckland 1010 New Zealand

FSP Number: FSP1007062

Important information

Neither Vega nor I have been subject to a reliability event. A reliability event is something that might materially influence you in deciding whether to seek advice from me or from Vega Mortgages Limited. As an example, it would include legal proceedings against me, or if I had been discharged from bankruptcy in the last four years.

My job is to...

Find the best deal for you

With access to over 20 banks and lenders, I'll find you a loan that combines value, flexibility and meets your individual needs.

Save you time

I go to the market for you and compare all relevant options quickly.

Give a holistic solution

I can also connect you with home and contents insurance, life insurance and/or income protection insurance for unexpected situations.

How it works

Our loan advice process is easy!

1. Initial 1-2 hour financial advice meeting
2. Pull all details and paperwork together
3. Research loan options and make recommendations
4. Lodge your application
5. Manage the application and approval process
6. Manage your settlement process

Nature and scope of my advice

I am able to provide you with financial advice relating to your home loan.

Banks and lenders I'm accredited with:

SBS
Prospa
ANZ
ASB
Basecorp Finance
BNZ
CFML
Cressida Capital
DBR
First Mortgage Trust
Funding Partners
General Finance
Heartland Bank
KiwiBank
GEM By Latitude
Liberty Financial
Odin
Pallas Capital
Pepper Money
Southern Cross Partners
Avanti Finance Personal Lending
AIA Go Home Loan
Finbase
Avanti Finance Property Loans
TSB
Westpac
The Co-operative Bank
Tower Insurance

Product I can help you with

The types of financial advice products I can give advice on are:

- Home loans
- Construction loans
- Loans for investment property

I can help you with other services by referring you to our partners for the following services:

- Fire and General Insurance
- Asset Finance

Vega's parent company Vega Group Holdings Limited also provides financial advice for personal insurance, business owners' insurance, and fire and general insurance. If you need assistance in any of these areas, I would be pleased to refer you to one of our specialist Advisers.

What I can't advise you on

I am unable to give you advice on the use of your KiwiSaver retirement fund(s) or to fund your home purchase. If you plan to use your KiwiSaver fund(s) as part of the mortgage process, I recommend that you seek advice from a Financial Adviser who specialises in investment planning.

I cannot offer legal or tax advice and recommend you consult your solicitor or accountant for this type of advice.

Referrals to other professionals

If during the engagement, a need arises for the use of another professional, I will refer you to an appropriate professional. That person will enter into any agreement for services with you directly. For example, if you need legal, accounting or tax advice.

My commitment to you

My service involves:

1. Understanding your requirements and personal situation.
2. Analysing the options available to you.
3. Researching the suitability of the products and/or product providers.
4. Providing you with my written recommendations.

How I am paid for my advice

Mortgage Commissions

Vega and I are paid in the form of a commission ('Mortgage Commission') by the Product Providers if you take out a mortgage or other type of loan, following my advice.

The commission is typically between 0.55% and 0.85% of the value of the loan. The amount will depend on the bank and the type of mortgage you choose. We may also receive an ongoing commission (known as a trail) of between 0% and 0.2% of the remaining loan balance, each year.

Fees and expenses

Any fees relating to the loan application will be set out in your lender's letter of offer and are paid directly to the lender or service provider.

We do not normally charge clients fees, expenses or any other amount for the financial advice we provide. However, in certain circumstances, Vega may need to charge a fee for our time, but this will be discussed and agreed by you beforehand. More information on this will be included in my written recommendations later.

In the event you receive loan approval through my efforts, and subsequently choose to work directly with another lender or Adviser, you may be subject to a fee of up to $3,000. This fee is intended to cover the costs incurred and foregone commission in obtaining the loan approval on your behalf.

Here are some other examples of where fees may be charged:

Specialty residential home loan purchase

If you require a loan from a non-mainstream lender and/or there are complexities to your application, Vega may charge you for their time. The fee is based on $250+GST per hour. Payment of this fee would be required by the 20th of the month following the invoice or on settlement of the loan.

An example of when such a fee may be charged is if there are credit impairments like defaults made in the past, or if the loan is more complex by nature.

Early repayment

The commission received for implementing a home loan product pays for completing research and analysis of your information to ensure we select the most suitable product for you. The commission also covers the cost of my administration team which assists me to make our process efficient and reliable.

If you repay or make a significant lump sum repayment on your home loan within 28 months from the date of drawdown, Vega reserves the right to charge you a fee upto the amount of commission that the lender claws back.

How I manage any conflicts of interest

To ensure that I prioritise your interests above my own, I follow an advice process that ensures my recommendations are made on the basis of your individual goals and circumstances.

Should any conflicts of interest or potential conflicts of interest arise during the advice process, I will bring it to your attention as soon as practical so you can assess my advice objectively. At present, I have identified the following conflict of interest:

- If you accept and act on my advice, I will receive a commission. Conversely, if you do not accept and act upon my advice, I will not receive a commission.
- my remuneration is proportionate to the amount you borrow.

I complete annual training about how to manage conflicts of interest. Vega periodically undertake a compliance review of my advice process. Vega may also engage an independent compliance consultancy to conduct ongoing compliance reviews and audits.

0800 VEGA LEND hello@vegalend.co.nz